

ALSO IT Security Conference 2018 in Zurich



Together with our leading IT security partners, we will show you the latest developments in IT security. Experience the concentrated know-how of the IT security market leaders in one place on a single day. An inspiring mix of information, live demos, product innovations and exciting key notes with top-class speakers awaits you at the start and at the finale.

The accompanying security exhibition offers the opportunity for in-depth knowledge and product updates, discussions with leading providers and networking with other network and security managers.

Date: Tuesday, 15 May 2018

Location: SIX ConventionPoint in Zurich

Program: <https://www.also.ch/goto/securityday>

Fortinet Partner Update 02'2018

News and changes with Q1'2018 Fortinet price list (as per February 26, 2018)

Important Fortinet Pricelist Changes

- ▶ **Key Points from the Q1 Price List (as of February 26, 2018)**
 - **Product additions** have been made to the following product families: ADN Products, FortiAnalyzer, FortiGate, FortiMail, FortiSwitch, Training and Wireless.
 - **Expanding protection with 2 new a la carte services** (FortiGuard Security Audit Update and FortiCASB)
 - **Description changes** made for the Threat, UTM and Enterprise Protection, FortiGuard AV and FortiSandbox Cloud
 - **Price decrease** for **24x7 FortiCare** SKUs of most products, FortiCare 360 SKUs, FortiAP-U221EV, FortiAP-U223EV
 - **Price decrease** of all SKUs in the **EURO Recommended End User price** list to benefit of the current Euro/Dollar exchange rate
 - **End of Order** notification for all FortiGate **VM VDOM models**, to be **replaced by V series** FortiGates VMs with optional VDOMs
 - **Threat Protection again available on all FortiGate appliances**

New Products

- ▶ **FortiGate 301E and FortiGate 501E is now available**
The FG-301E is based on the FG-300E; the FG-501 is based on FG-500E sharing their performance but includes 480 GB SSD storage.
- ▶ **FortiSwitch-124E-POE and FortiSwitch-124E-FPOE** now available
Fortinet's Secure Access and Data Center Switches can be managed standalone or integrate directly into the Fortinet Security Fabric via the FortiLink protocol. FortiLink is a key supporting technology of the FortiSwitch, which enables its ports to become logical extensions of our FortiGate security appliance.



Product Matrix and Licensing Guides

- ▶ **FortiAP-Wireless-Product Matrix**
- ▶ **FortiGate Product Matrix**

ALSO Fortinet Micro Site & Technical FAQ (Wiki)

- ▶ **Fortinet related online information managed by our Technical Consultant**
 - Fortinet Micro Site (<https://fortinet.also.ch>)
 - Fortinet Technical Wiki (<https://fortinet.also.ch/wiki>)
- ▶ **FortiGate Licensing Guide**
 - Download the Fortinet Licensing Guide V.5 from Fortinet Microsite (<https://fortinet.also.ch>)

FortiCare Support & Service Options Matrix

- ▶ **FortiCare Price Change**

Price decrease on 360 and 24x7 FortiCare (price at 30% or 20% of hardware list price)

FortiCare	%		FortiCare	%
360 (incl. 24x7)	35%	➔	360 (incl. 24x7)	30%
24 x 7 Support	25%		24 x 7 Support	20%
8 x 5 Support	15%		8 x 5 Support	15%

- ▶ **FortiCare Support Matrix**

	FortiCare 360	24x7	8x5
Monthly Notification of Malware Events Observed	✓		
Proactive Notification of Critical Performance Events	✓		
Best Practice Advice from Advanced Engineers	✓		
Personalized Monthly Reports	✓		
Ongoing Monitoring (Health, Env)	✓		
Advance Services Premium SLA	✓		
Advance Replacement HW	✓	✓	
24x7x365 Access	✓	✓	
Return & Replace HW			✓
Telephone	✓	✓	✓
Online Chat	✓	✓	✓
Web portal	✓	✓	✓
Firmware Updates	✓	✓	✓
Support Portal	✓	✓	✓

- ▶ **FortiCare Advanced Services**

[FortiCare 360 Advanced Services Technical Support](#) is a "pound of prevention", combining Fortinet's cloud-based analytics with premium support to enable organizations to take a more proactive approach to the rapid detection and remediation of current and potential security and performance issues associated with the FortiGate and FortiWifi devices to avoid breaches and downtime.

Service Feature	Enterprise			Service Provider	
	Premium	Business	First	Select	Elite
Account Plan	✓	✓	✓	✓	✓
Premium Support SLA	✓	✓	✓	✓	✓
Proactive Tickets	✓	✓	✓	✓	✓
Designated Engineer / Technical Acct Manager		ASE	TAM		TAM
Service Delivery Manager				SDM	SDM
Root Cause Analysis		P1	P1 + P2	P1 + P2	P1 + P2
Annual on-site review			TAM (1 st time)		TAM + SDM
Regular Ticket review		✓	✓		✓
NSE4 & NSE5 Training Vouchers	3 x NSE4	3	5	3	5
Advanced Service Points		6	16	6	12
Fortinet Test Lab Days				5	5
PSIRT Incident Notifications			✓		✓
Quarterly Business Review			✓		✓
Upgrade Assistance			✓		✓
Software Recommendation			✓		✓
Known Critical Issue Notifications			✓		✓
Best Practice Services			✓		✓
Extended SW Support			✓		✓



New FortiGuard Subscriptions

► Changes

- Mobile Security (previously part of Enterprise Protection) merged to AV Security service.
- Threat Protection added to all FortiGate models

► New a la carte services

- FortiGuard Security Audit Services (prices at 20% of hardware list price)
- CASP a la carte SKU per FortiGate model (priced at 20% of hardware list price)

► Additions

Fortinet released a new version of FortiMail. It includes improvements to previous enhancements, like our **Virus Outbreak Service** that speeds protection against emerging cybercriminals, as well as significant new features like **Content Disarm and Reconstruction**. This capability effectively neutralizes email attacks that embed malicious code into otherwise benign document formats by removing the active content and then delivering a safe attachment.

Two enhancements integrated into the FortiSandbox Cloud SKU:

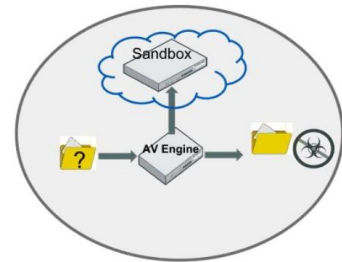
- Content Disarm and Reconstruction (CDR)

Data Sanitation Service

"Advanced threats (such as ransomware and business email compromise) are easily bypassing the signature-based and reputation-based prevention mechanisms that secure email gateway (SEG) has traditionally used."

Gartner Market Guide for Secure Email Gateways

- Strips all active content from files in real-time, creating a flat file
- All active content is treated as suspect and erased
- Microsoft Office and Adobe documents only (for now)
- Files stay in original format – Word doc stays a Word doc
- CDR is a firewall policy – Admin can enable the feature per user
- Content can be rolled back (provided content was clean) if customer has FortiSandbox on premise



- Virus Outbreak Service (VOS)

Provides Protection Between Signature Updates

- Provides malware detection for the latest emerging threats discovered between your signature updates
- Firms generally update signatures once per day – **VOS addresses the detection between the gap**
 - Can quickly stop virus outbreaks – usually takes a few hours to signatures to be developed, pushed, deployed
- Additional layer of protection that covers emerging spam and malware campaigns
- If your AV scan finds no detection, then VOS initiates a real-time hash lookup to the Global Threat Intelligence DB
- Global Threat Intelligence DB contains up-to-date hashes of all the new malware in our threat library

